

Message Text

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21

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INFO OCT-01 EUR-06 EB-05 ISO-00 CIAE-00 INR-10 NSAE-00

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DRAFTED BY: COM/ M R SMITH (558)

APPROVED BY: EB/OCA/REP:MWDONOVAN

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EB/EWT SHAAS

EUR/SOV JLCOLBERT

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R 142054Z JUN 74

FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW

UNCLAS STATE 127390

E.O. 11652: N/A

TAGS: BPRO, UR

SUBJECT: \$200 MILLION SOVIET TELEPHONE EXCHANGE PROJECT

1. WE HAVE RECEIVED INDUSTRY INQUIRY CONCERNING REPORT IN MAY 27 EDITION ELECTRONIC NEWS CITING ITT AS SOLE US BIDDER ON \$200 MILLION SOVIET ELECTRONIC TELEPHONE EXCHANGE PROJECT. OTHER INTERNATIONAL BIDDERS IDENTIFIED INCLUDE CIT OF FRANCE (E10/E12 SYSTEM); SIEMENS OF WEST GERMANY (ESW-1 SYSTEM); NIPPON ELECTRIC AND HITCAHI OF JAPAN (D-10) AND ERICSSON OF SWEDEN (AKE-13 SYSTEM).

2. ACCORDING TO THE ELECTRONICS NEWS REPORT, THE \$200 MILLION FACTORY IS THE LARGEST SINGLE ELECTRONICS PROJECT TO COME UP FOR BIDS IN THE USSR, WITH A POTENTIAL \$50 MILLION IN ANNUAL PERIPHERAL TELEPHONE COMMUNICATIONS EQUIPMENT SALES.

3. ACTION REQUESTED: EMBASSY REQUESTED PROVIDE ADDITIONAL UNCLASSIFIED

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DETAILS SUBJECT PROJECT, EXCLUDING DOCUMENTS SPECIFICALLY

RELATING TO ITT PROPOSAL. PARTICULARLY INTERESTED IN
RECEIVING SOVIET TENDER ON THE PROJECT (IF ONE EXISTS)
AND NAME AND ORGANIZATION OF PRINCIPAL SOVIET OFFICIALS
RESPONSIBLE FOR PROJECT. WOULD ALSO APPRECIATE STATUS
REPORT ON NEGOTIATIONS WITH COMPANIES CITED. SISCO

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